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# Massachusetts Metalworking Partnership

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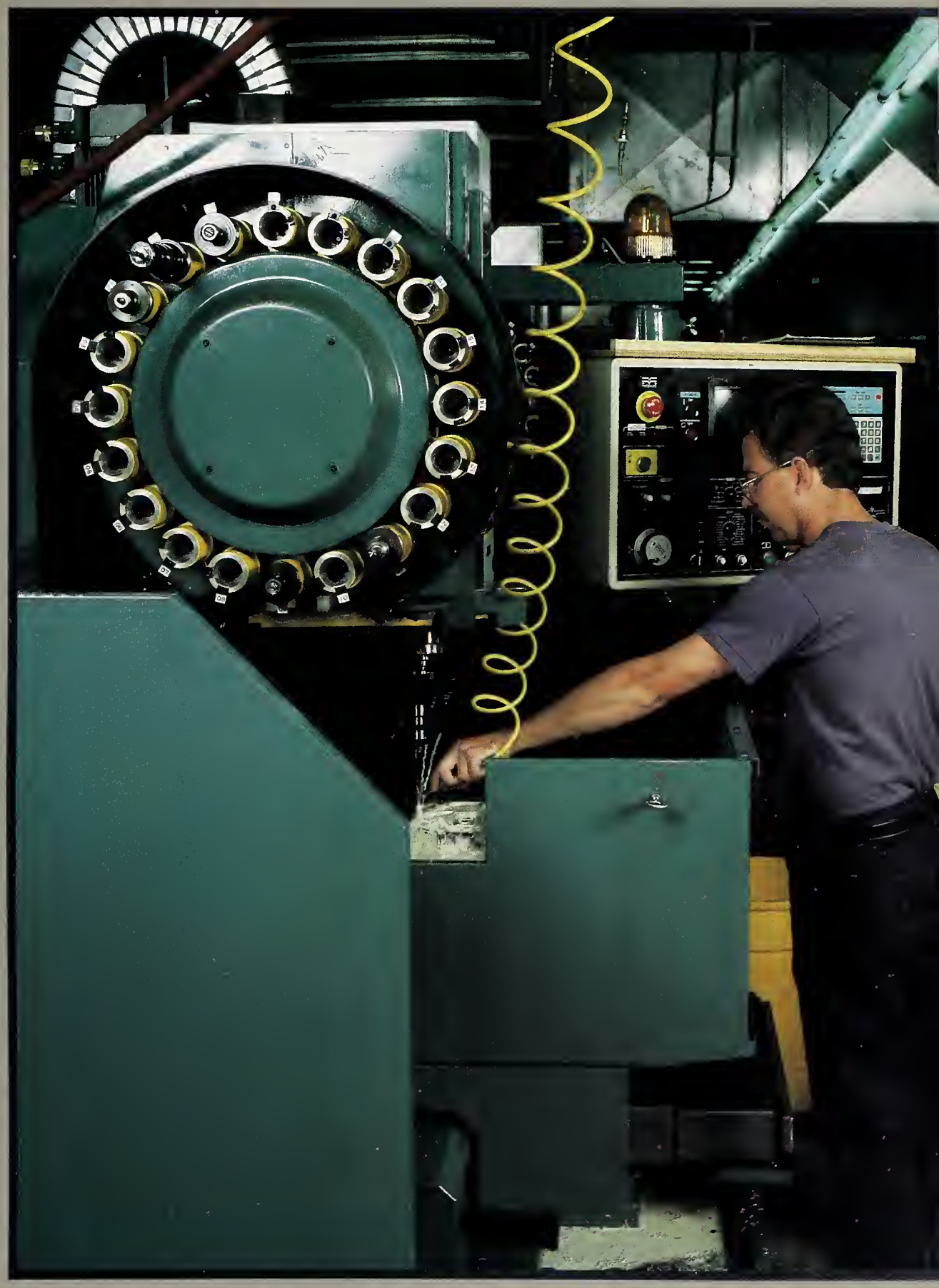
## OUR HISTORY

Massachusetts is the birthplace of the American metalworking industry. Since the time the first interchangeable machine parts were introduced by Massachusetts companies, the Commonwealth has been at the forefront of metalworking innovation. Early on, contract precision machining became the heart of the local industry. As assembly line production began early in the 20th century, small Massachusetts metalworking shops led the way in tooling up the lines- preparing dies, molds, and tools for mass production.

## OUR INDUSTRY TODAY

Today, with the rapidly changing character of manufacturing and greater emphasis on specialization, flexible manufacturing, statistical process control and just-in-time delivery, Massachusetts' diversity of metalworking skills and technologies offers contractors and customers the richest procurement source in the country.

The Massachusetts metalworking industry employs over 70,000 workers, in firms that range from two-person job shops to large enterprises employing several hundred. A typical Massachusetts firm employs between 25 and 50 people. Your needs for contract machining services can be met from among the more than 1,600 metalworking firms in Massachusetts. Their range of metalworking processes includes flexible machining, specialized machining, metal stamping, centerless grinding, shaping and bending, electrical discharge machining, plating, coating, heat treating, brazing and assembly.



# OUR CUSTOMERS

The customer base of Massachusetts' metalworking industries is as diverse as the American economy. Many firms make precision parts for the nation's leading electronics companies. Others supply high-tech industries such as medical instruments, testing equipment, aerospace, and business machine products. Traditional industries such as automobiles, appliances, and textiles are also served. Most customers require high-precision work, requiring Massachusetts firms to adhere to stringent quality control standards. Utilizing all types of equipment, from basic lathes to computerized numerically-controlled machining centers to electrical discharge machinery, their expertise can meet any client's needs.

# OUR INFRASTRUCTURE

Massachusetts is one of the great industrial centers of the northeast. Within one hour's flight or one day's drive from Massachusetts lies one third of the nation's production capacity. An outstanding road, rail and air transportation network links all parts of the Commonwealth easily to large industrial markets across the country.

Massachusetts has also created a major financial infrastructure to assist its manufacturing firms. State funded institutions such as the Massachusetts Industrial Finance Agency (MIFA), the Massachusetts Product Development Corporation (MPDC), and the Massachusetts Business Development Corporation (MBDC) provide working and investment capital for expansion and retooling of our manufacturing industries.

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## OUR WORK FORCE

The Massachusetts labor force is among the most skilled and diversified in the United States. The long industrial tradition of the state, combined with Massachusetts' unique variety of high tech and traditional manufacturing companies, have together produced a highly skilled work force.

A central reason for the success of the Massachusetts economy has been the Commonwealth's heavy investment in the training and retraining of its labor force. An economy in constant transition requires that its workers progressively change and upgrade their technical skills. Massachusetts has introduced one of the most advanced training systems within the U.S. Integrated programs for the metal-working and machining sector are now in place throughout the state, utilizing the approved National Tooling and Machining Association curriculum.

## OUR TECHNOLOGY

Within Massachusetts are located 120 institutions of higher learning including some of the world's most renowned technical and research institutions. Complementing this network is a large number of community colleges and training institutes. The ferment of research and innovation in Massachusetts has created a climate of constant technological change within the state's manufacturing sector.

Massachusetts has also established several Centers for Applied Technology within the state's public and private universities. These Centers are concentrating their resources heavily on promoting technological adaptation and innovation in the Commonwealth's metalworking industries.

## MASSACHUSETTS METALWORKING PARTNERSHIP

Improving the competitive position of the Massachusetts metalworking sector is one of the state's principal economic development goals. State government has joined hands with the Commonwealth's 1,600 metalworking firms, its universities and training institutions, its labor organizations, and the Massachusetts chapters of the National Tooling and Machining Association to strengthen the technological capacity, labor training, and market development of the industry.

## FOR INFORMATION

The Massachusetts Office of Business Development offers information on a firm-by-firm basis, which details production capabilities and products of the state's metalworking industry. This information permits quick, efficient matching of buyer and contractor needs with appropriate Massachusetts suppliers of these products and services.

For assistance and information contact:

**Massachusetts Office of Business Development**
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The spirit of Massachusetts is the spirit of America.

Commonwealth of Massachusetts
Michael S. Dukakis, Governor